



**9TH ANNUAL U.S. DEPARTMENT OF ENERGY
SMALL BUSINESS CONFERENCE**

PLENARY SESSIONS

**Prime and Subcontracting
Opportunities**

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Panel Members

- Edward Simpson, Director
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The DOE Mission

- DOE
 - Science
 - Environmental Management
 - Nuclear Energy
 - Civilian Radioactive Waste
 - Fossil Energy
 - DOE Corporate Functions – CIO, CFO, Procurement, etc
- National Nuclear Security Administration



The DOE Business Model

Largest Civilian Contracting Agency

- \$23B in annual contract obligations
- 39 Facility Management Contracts (FMCs)
- 26 Management and Operating (M&Os) Contracts
- 16 FFRDCs
- 17 Separate Federal Buying Offices
- FMC Contracting Offices



The DOE Business Model

- DOE's annual non-FMC contract obligations exceed \$3.7 billion.
- In FY-07, 38% of non-FMC obligations went to small business (HQ almost 74% in '07).
- DOE continues to emphasize expansion of prime contracting opportunities for small businesses.



DOE Challenges

- Small Business
- Security
- Safety
- Site Access
- Licenses
- Environmental
- Other Regulators
- M&O/ Former M&O
- Workforce
- Foreign affiliations
- Conflicts of Interest
- Inspections



DOE Contracting Opportunities

- DOE and NNSA
- Significant opportunities with Facilities Management Contracts
 - Traditional Management & Operating Contractors
 - Environmental Management Contractors



DOE Contracting Offices

- Richland Office (EM)
- River Protection Office (EM)
- Idaho Operations Office (NE)
- Golden Field Office (EE)
- Chicago Office (SC)
- Oak Ridge Office (SC)
- Savannah River Office (EM)
- Consolidated Business Center (EM)
- Strategic Petroleum Reserves (FE)
- Power Marketing Administrations (WAPA, SWAPA, SEPA, BPA)
- NNSA Service Center (NNSA-Albuquerque)
- HQ Procurement Services (DOE HQ-Washington, DC)



Tools and Information

- Strategic Integrated Procurement Enterprise System (STRIPES) – DOE currently in transition
- Central Contractor Registry
- DOE Acquisition Forecast
- FedBizOpps
- E-Center
- DOE/C-Web
- Industry Interactive Procurement System (IIPS)
- PADS-Online
- MAS/FSS/GWACs
- DOE OSDBU Website



Additional Information



DOE's Commitment to Small Business

- FY '07 – 930 New Prime Awards To Small Businesses
- FY'07 - \$1.4B in Total Prime Contract Obligations to Small Businesses
- FY'06 - \$3.59B Total Subcontract Obligations to Small Business



DOE Support for Small Business

- Advance Planning Acquisition Team
- OSDBU
- Acquisition Forecast
- SB Representatives at site
 - Federal
 - Contractor
- Breakout Efforts



What We're Doing

- FMC breakout opportunities for small business prime contracting.
- Placeholders in FMC primes to breakout existing or future FMC subcontracts for placement by DOE as primes.
- Expanded subcontracting requirements for FMCs.



Central Contractor Registration

<http://www.ccr.gov>

- All Federal Contractors must be registered in the Central Contractor Registration (CCR) to receive a Government contract, except:
 - Purchase Card buys
 - Classified contracts
 - Support to military/emergency ops
 - Unusual/compelling need
 - Foreign contracts outside U.S.
 - Micro-purchases that don't use EFT



DOE Acquisition Forecast

<http://hqInc.doe.gov/Forecast>

- Expands visibility of/access to credible and reliable information on future and ongoing competitive acquisitions.
- Intended to improve transparency of DOE's procurement programs and processes.
- Key features:
 - Information on incumbent contract (if applicable)
 - Quarterly target milestones – pre-solic. to award
 - Acquisition/Program/SB points of contact
 - Links to FedBizOpps and IIPS



Federal Business Opportunities

www.fedbizopps.gov

- Governmentwide Point of Entry for electronic public access to procurement opportunities > \$25K.
- Government buyers post synopses of proposed contract actions, solicitations, other information.
- Public can register/subscribe directly.
- Can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.



E-Center

<http://e-center.doe.gov>

- The E-Center is the KEY to doing business with DOE.
- Provides detailed information on doing business with DOE, including:
 - viewing current business opportunities
 - registering to submit proposals
 - obtaining information and guidance on the acquisition/financial assistance award processes.
- Access tools to identify opportunities and where to market your capabilities.



E-Center

<http://e-center.doe.gov>

- Register/Subscribe to:
 - DOE/C-Web
 - IIPS (Industry Interactive Procurement System)
 - FEDConnect <https://www.fedconnect.net>
 - DOE is transitioning to FED connect
 - Ultimately will replace DOE/C-Web and IIPS
- DOE/C-Web and IIPS are DOE's electronic Procurement Systems where:
 - Solicitations are issued
 - Bids and proposals are submitted/received
 - Amendments/other communications are issued
 - Awards are made



E-Center

<http://e-center.doe.gov>

- DOE/C-Web - Simplified Acquisitions (<\$100K).
- DOE/C-Web will notify you of solicitations in your areas of interest.
- Search for business opportunities.



E-Center

<http://e-center.doe.gov>

- IIPS (>\$100K)
 - Browse opportunities anonymously.
 - Register to submit proposals.
 - Subscribe to specific business opportunities.
 - Submit questions and receive answers.
 - IIPS feeds Government-wide FedBizOpps and FedGrants systems.



Strategic Integrated Procurement Enterprise System (STRIPES)

- STRIPES encompasses the following business processes:
 - Acquisition planning
 - Pre-solicitation documentation generation
 - Solicitation development and issuance
 - Receipt of electronic proposals and applications;
 - Evaluation and award
 - Contract Administration
 - Instrument closeout
 - Integrates internal and external systems (i.e., DOE's accounting system & GSA's Integrated Acquisition Environment (IAE)).



Get On The GSA & GWAC Schedules

- DOE, like most agencies, relies on Multiple Award Schedules and Government-wide vehicles.
- DOE pioneered policy of targeting small businesses for schedule buys.
- DOE conducts formal/disciplined market research to identify/select qualified firms.
- Make sure the information is out there for us to get to – e.g., at GSA FSS site and your own web-site.



Market to DOE

- Market yourself on the basis of your capabilities.
- Do your research about DOE and its programs.
- Use the Information from PADS Online and the E-Center to market to DOE.
- Contact DOE Small Business Program Managers.
- Find DOE phone numbers and e-mail addresses at: <http://phonebook.doe.gov>



Research/Marketing Tools

OSDBU Website:

<http://smallbusiness.doe.gov>

- Forecast of prime and subcontract opportunities.
- Roadmap to Doing Business with DOE.
- Directory of SB Program Managers.
- Information on SB programs.
- DOE SB Strategic Plan.



Research/Marketing Tools

Office of Procurement's website:

http://management.energy.gov/business_DOE.htm

- DVD on how to do business with DOE.
- PADS Online <http://padsonline.energy.gov/>.
- DOE and FMC contracting Points of Contact.



Research/Marketing Tools

- PADS Online
 - DOE-wide search engine for all active contracts > \$25K.
 - Search by simple terms, NAICS codes, geographical areas, etc.
 - Find which products and services DOE buys.
 - Find program offices/buying offices that have awarded contracts in your areas of interest.



Research/Marketing Tools

- Be an active participant in the planning stages of the acquisition.
- Exploit opportunities to get your questions answered and make your opinions/concerns known.
 - Draft RFPs
 - One-on-One's
 - Site Tours



Being Successful

Finding Information & Contacts

- Go to OSDBU First
- DOE Acquisition Forecast
- Electronic Mailing Lists
- SB Program Managers
- Contracting Activities